



WESTERN PRACTICE SALES

John M. Cahill Associates

**# GN-1217
Chico, California**

Known as a well-managed city that values quality infrastructure and services, while maintaining a special sense of community and small-town living, this city has developed into a vibrant regional center for business, recreation and cultural activities with proximity to many recreational opportunities.

The Doctor averages 8 patients daily and welcomes approximately 4 new patients per month. It awaits your talent and skill to take it to the next level!

The office is conveniently located in an attractive, well-maintained, single-story Professional complex on a desirable corridor, with ample parking close to historic Downtown near Medical Facility.

The office occupies approximately 856 square feet and consists of 2 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

***Ideal for a Practice Merger or Chart Purchase!
Price Negotiable!***

For further details or on-site visit, please contact:

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▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

We look forward to serving you

GN-1217

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 4:30	8 - 4:30	8 - 4:30	8 - 4:30	1/2 day/month	
Doctor's Hours		8 - 4:30	8 - 4:30	8 - 4:30	8 - 4:30	1/2 day/month	
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	Since 1981		Days worked in 2019:			~ 215+ days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	N/A				
Is the space leased?	Yes	Is lease renewable?	Is lease assignable?				
Term of Lease:	~ 3 yrs	Expiration date:	January 31, 2021				
Rent per month	\$1,084/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	Are utilities included?		No, only Exterior Lighting				
Is the rent considered above, below or at fair market value?	Slightly Below Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 856 sq ft	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped OPs:	2	Plumbed for additional OPs?	Yes, 1 additional				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	No
							3D Imager: No

Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, mid-century, modern, single-story Professional complex with off-street ample parking w/ close proximity to historic Downtown neighborhood & Medical Facility**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: (estimate)

Preventative/Hygiene	27	Diagnostic	20	Adjunctive	0	Dentures	4
General Operative	18	Endo	3	Ortho/TMJ	0	Perio	1
Oral Surgery	1	Cosmetic	2	Crown/Bridge	24	Implant	0

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo)

Refer Complex Oral Surgery (3rd Molars), Molar Endo, Perio Surgery, Pedo < 10 yo, Implants

Type of patients as a percentage of Collections:

Private Pay 67 Insurance/PPO 33 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? Premier Only Yes Premier + PPO _____

***Delta Premier:** Dentists enrolling for the first time in the Premier Network are also being required to enroll in the PPO network. The requirement to sign with both networks will result in treatment provided to those Delta PPO patients within the practice being reimbursed at the PPO level, without the ability to balance bill those patients to Premier rates. This could result in a reduction in the practice collections that could lower the buyer's projected income depending on the amount of Delta DPO patients in the practice who have actually paid the difference between the fee schedules.

Does your practice participate in "Care Credit"? **No, discontinued in Oct 2020**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Delta Premier, Principal, Advantex (Oroville Hospital)

Estimated Number of Active Patient Files: **Number to be defined by Buyer's Due Diligence Process***

***SELLER IN NO WAY WARRANTS THE EXACT ACCURACY OF PATIENT FILES. IT IS THE BUYER'S RESPONSIBILITY TO DEFINE AND VERIFY ACTIVE PATIENT FILES WITH A CHART REVIEW. PRACTICE VALUE IS PREDOMINANTLY DETERMINED BY SELLER'S COLLECTIONS. SELLER'S COLLECTIONS CAN BE INDICATIVE OF THE NUMBER OF ACTIVE PATIENTS AND TYPE OF PROCEDURES PERFORMED.**

Average number of New Patients per month for past 12 months: ~ 4

Average number of patients per day? Per-Doctor: ~ 8 Per-Hygienist: N/A

Hygiene days per week: N/A

Average age of patients: **Mid-mature Family Range: ~ 40 - 45 yrs**

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Pre-scheduling & Post Cards**

Number of recalls per month? ~ 50 - 60

What types of Practice Promotions? **Yellow pages (Contract ends July 2021), ADA: "Find a Dentist"**

Phone Book Advertising? * **Yes** * *Phone book advertising contracts will be the responsibility of buyer after transition.*

EQUIPMENT & LEASEHOLDS

Occasionally some specialized items may be excluded from the sale, such as: Articulators, Endo and/or Implant Systems. These items will be referenced as "excluded" on Seller's Equipment list. In addition, Buyer understands that the following items may also be excluded from the sale: diplomas, certificates, cameras, photographs, artwork and miscellaneous personal items.

Describe age and characteristics of leasehold improvements: **2017: New Front Blinds 2010: New Carpet, Paint, Wallpaper and Drapes**

Average age of Equipment: ~ **35+ years**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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AVAILABLE UPON REQUEST

Do family members work in the office? **No** If yes, how much are they paid? **N/A**

Has staff left the practice recently? **Yes, *retired**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2019 \$ 289,500 2018 \$ 286,630 2017 \$ 265,328

***Collection amounts are approximate and should be verified by Buyer**

Is pegboard or computer? **Computer** What type of computer? **Windows Op System**

What software? **Softdent** Is software transferable? **Yes, Transfer Fee, if applicable, to be paid by Buyer**

Fees Schedule: **Available upon request**

NOTE: The Seller has furnished the preceding information to WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES. This information has not been verified. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.

WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES are agents of the Seller and therefore represent the interest of the Seller. We strongly advise a potential purchaser to seek independent counsel to represent his/her interests. Counsel may be, but is not limited to, an attorney, accountant, appraiser, broker or management consultant. Fees of such counsel are the sole responsibility of the purchaser.